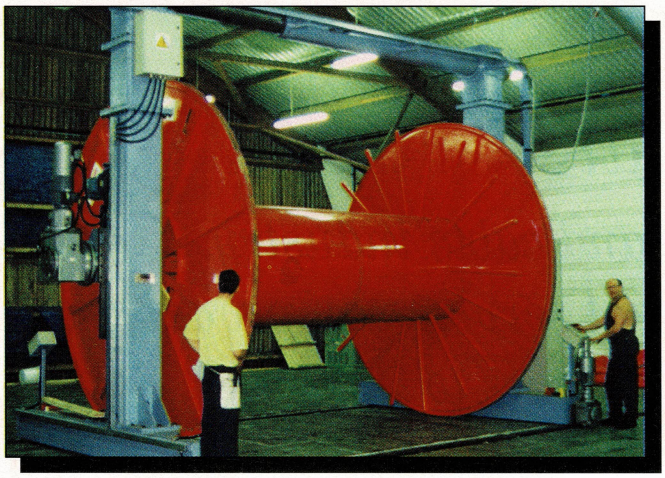
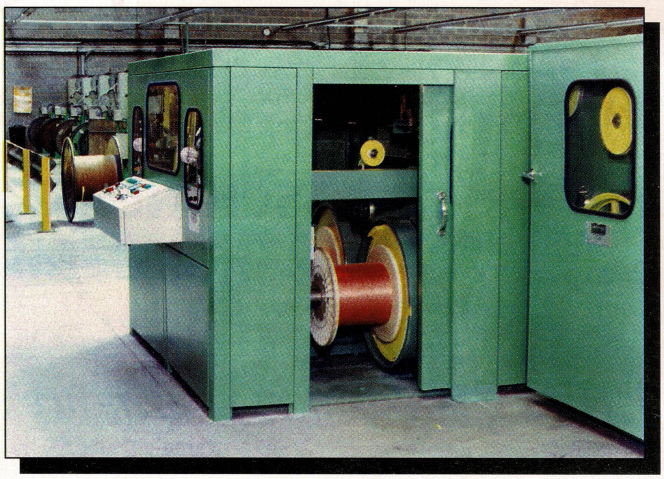
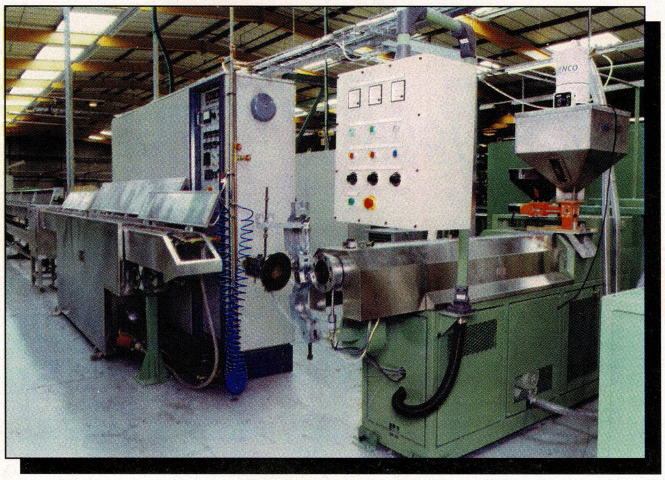
Johnson
TECHNOLOGY



Company Profile
Leben von Unternehmen
Profil d'une Société
Profilo dell' Azienda
Perfil de Empresa





Technology . Innovation . Systems

Congratulations to Johnson Technology

founded as The Johnson Metal Company Ltd in 1924

for

75 Years

of success in the wire and cable industry.
Also many thanks for the excellent service you provided over more than 45 years to

NIEHOFF GRUPPE

MASCHINENFABRIK NIEHOFF
Germany.

NIEHOFF wish you and your staff further successful years and look forward to maintaining our good relationship and co-operation in the future.

Schwabach, February 1999

Heinz Rockenhäuser *Heinz Bauer* *Werner Lepach*

and the complete NIEHOFF Staff.

75 Years of Service to the Wire and Cable Industry

With The Johnson Metal Company

In the European wire and cable equipment supply industry there are very few companies who can boast of a continuous history which precedes the second world war, and who have survived the economic turbulence and also the takeover activities which have been so prevalent during the past 20 years.

It is even more unusual to find such an example outside our industry's major equipment manufacturing strongholds such as Germany or Italy. The following history illustrates how one British Company has survived and progressed during a fluctuating period of the industrial and global market development.

On 5 February this year, The Johnson Metal Company will celebrate 75 years of business in the wire and cable industry. Back in 1924 Mr Harold Johnson, a relation of a Manchester manufacturer of steel wires, incorporated the company to supply imported steel wires to the British market. Interestingly, on the same day, the Greenwich Mean Time signal (pips) was introduced to what was then referred to as the "wireless".

At this time the price of copper wire bars had risen to a record price of £66.25 per ton. Mr Ghandi had been released from prison and the world was mourning the death of the USA ex-President Wilson.

Establishing Representation

The company took on the representation of various reputable manufacturers in its early years, one being the highly successful Kratos wire drawing machine company of Chemnitz, Saxony. Kratos was then under the direction of Walter Nacken, a brilliant engineer, who later joined the Niehoff company in Schwabach, near Nuremberg, Germany.

By 1926 the company was well established in the wire industry. Records show that Kratos machinery was sold to such companies as Joseph Sykes Bros, Thomas Holdsworth, British Ropes, Harding Rhodes, Richard Johnson and Nephew, W T Glover, Callendars Cable Co. and Dunlop, to name only a few. Sadly, many of these names are no longer existing today. Joseph Sykes Bros, according to the ledger sales book of 1935, purchased a 6 block Kratos machine for the enormous price of £1,240, and Harding Rhodes a small EA-1 type 9-block machine for £560.

An Interruption

By this time, Mr John S Waters, an engineer and a New Zealander by birth, had joined the company and everything was going along very well until September 1939, when what one famous BBC announcer, Alvar Lidell, referred to as "a rude interruption" occurred.

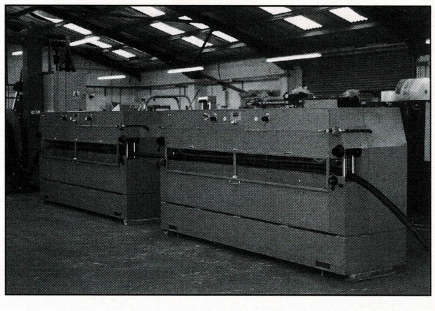
Fortunately, JOHNSON METAL had been given over the past years many detailed drawings of Kratos machinery, and during the war years these were produced with the help of sub-contractors under the control of the British government. After the Second World War communications with Kratos were almost impossible, as they were situated in the eastern part of Germany. Therefore sales of Kratos machinery in Great Britain were non-existent.

Post-War Survival

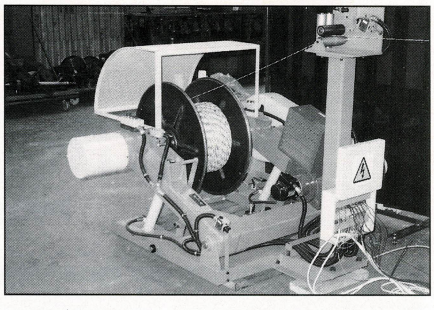
Harold Johnson died in 1946, passing the management of the company and ownership to John S Waters. For a few years, times were difficult and the company existed on the sale of drawing dies, die servicing machinery, small bench re-winding machines and resistance butt welders - the latter being still produced today under the company's registered trade mark "Microwelder".

During this period John S Waters persuaded his son, Jack Waters, to join Johnson Metal as its manager. In 1950 came the death of John S Waters, leaving Jack, as the company's major shareholder.

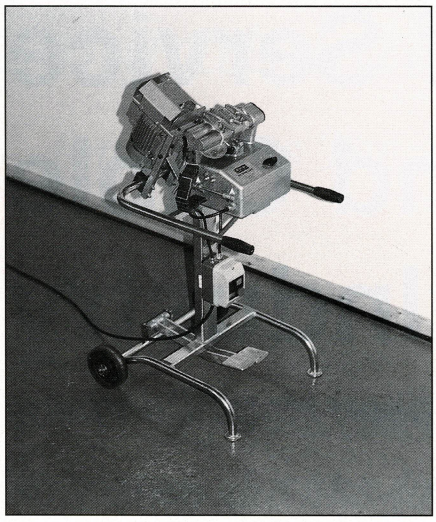
▼ *Two caterpillars type CAT 10/208/4 ready for shipment*



▼ *Simple Cantilever pay-off stand type CPD 100/200*



Company Profile



▲ *EH-type butt-welder with grinding unit*

A Major Agency

In 1953 Mr Herbert Niehoff contacted Johnson Metal on the recommendation of Mr Walter Nacken, the former proprietor of Kratos, who was now the chief designer of Maschinenfabrik Niehoff GmbH & Co. KG. A meeting was set up in Paris, and an agreement was entered into for Johnson Metal to represent Niehoff in Great Britain.

This agreement was highly successful. Eric Wagstaff, who was previously the works manager with the Sheffield Smelting Company, joined the company to assume the responsibility for Niehoff sales in Great Britain. By the early 1960's Johnson Metal had once again established itself as a leading supplier of high quality machinery for the wire and cable industry. The Niehoff agency success resulted in an exclusive agency agreement with the company Feldmühle AG, which manufactured the SPK range of ceramic cones and rings for wire drawing machinery, trading today under the name of CeramTec AG. From the mid-1960's the company's success was quite considerable. In 1965 Mr R A Breton, a chartered accountant and son-in-law of Jack Waters, joined the company and was immediately faced with the sterling devaluation crisis, floating currencies, import surcharges, growing documentation for customs and excise and more and more company tax laws. The company survived this with the implementation of stricter accountancy and credit control methods.

Overcoming Two Tragedies

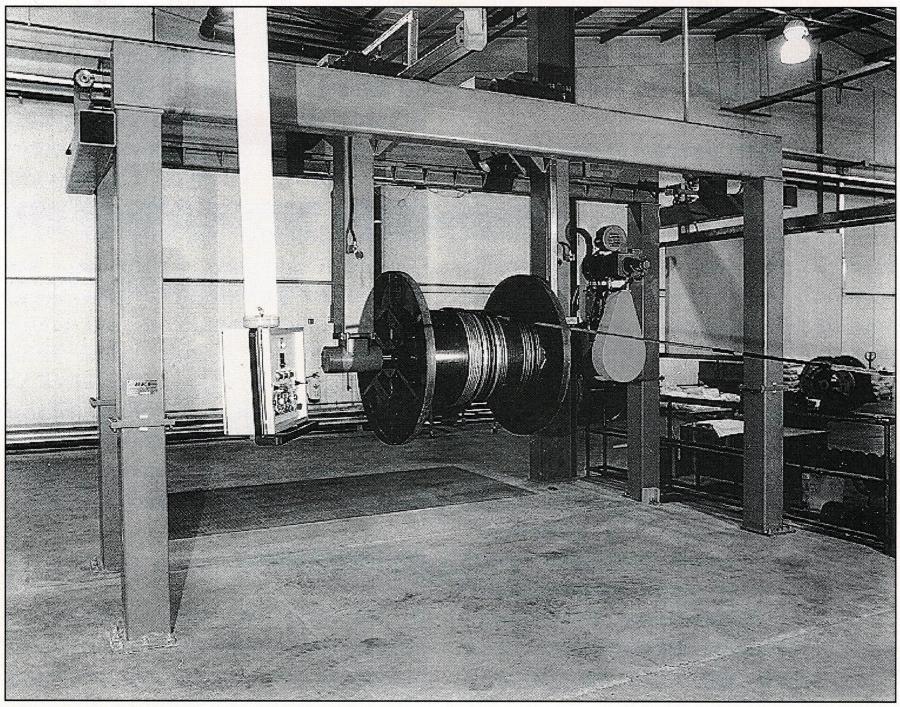
Tragically, Bob Breton was killed in March 1974 in the Turkish airline disaster outside Paris, returning from the France v England rugby union match.

Terry Robinson was recruited in 1971 as sales engineer and assistant to Eric Wagstaff, who was now the general manager. Tragedy struck once again within the company, with Eric's death in 1975. Nevertheless, the business carried on under the direction of Jack Waters. With the help of all the company's principals and much hard work by the employees, the company returned to a stable condition.

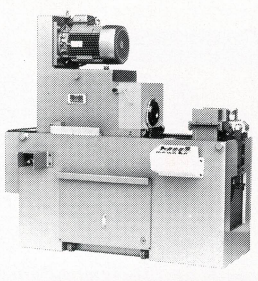
New portfolios

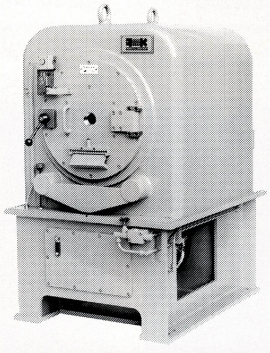
From 1970 the company added to its portfolio of agency agreements with the addition of MAG enamelling machines, Krollmann roll-pointing machines, Mitchell push-pointing machines, Herborn steel drawing machines, later to become Herborn Breitenbach, Mali stranding machines and Resy filtration units. All have become successful agencies.

▼ *Gantry stand type GT 220/1000*

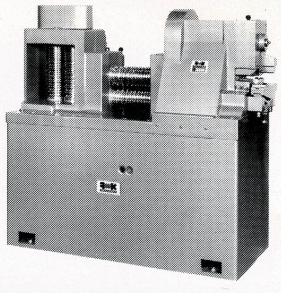


POINTING MACHINES





See us at Interwire '99
Stand # 3850



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The company needed professional management of its finances after the loss of Bob Breton. Laurence Chernick, also a chartered accountant, was employed as company secretary from the beginning of 1977. Terry Robinson and Laurence Chernick were appointed as share holding directors of the company in 1979, allowing Jack Waters, managing director of the company, to make plans for his retirement. Messrs Robinson and Chernick bought the remainder of the company's shares in 1981.

Terry Robinson was appointed managing director and Laurence Chernick financial director and company secretary.

Adapting to Industry Changes

Throughout the 1980's changes were taking place in the wire and cable industry and the directors decided that the company must also change its modus operandi. By this time, Allan Brocklehurst had joined the company and, being a chartered engineer, offered the company engineering skills and experience from his previous employment with Samuel Buckley, later known as Buckley-REA Ltd, the well-known cable machinery manufacturer.

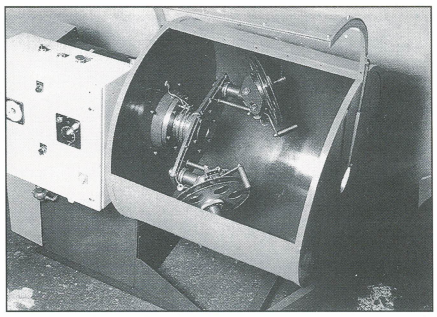
Around 1984 the company set itself up to re-build Niehoff wire drawing machines to a high standard, offering not only mechanical servicing of Niehoff machinery, but also state-of-the-art electrical controls.

This was a very successful niche market for Johnson Metal at that time, as no other company was offering customers re-built wire drawing machinery to such a high specification, both mechanically and electrically.

This venture was given the full encouragement of Maschinenfabrik Niehoff, assisting Johnson Metal with technical support from Schwabach.

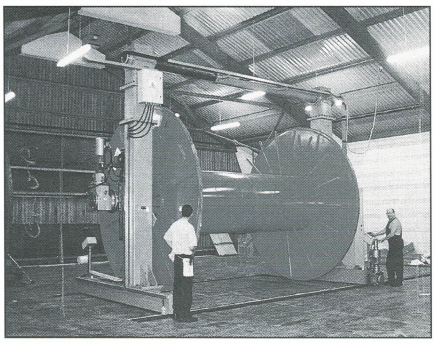
Expansion And Recruitment

As the engineering side of the business began to grow, the company decided it needed more room for the business to expand. Towards the end of 1987 the move was made to its present address in Hyde, Cheshire, which provides a modern workshop and office facilities. The company needed to strengthen its electrical/electronic capabilities and in 1989 recruited a graduate electrical engineer, David Robinson, the son of the managing director. Previously employed



▲ *Eccentric taping head type EC.300/80*

▼ *Portal stand for 4m Ø drums type PT.400/2600*



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Johnson TECHNOLOGY

75 YEARS

On their 75th Anniversary

Wishing all at Johnson Technology a happy and prosperous future

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有色、无色金属，光学纤维
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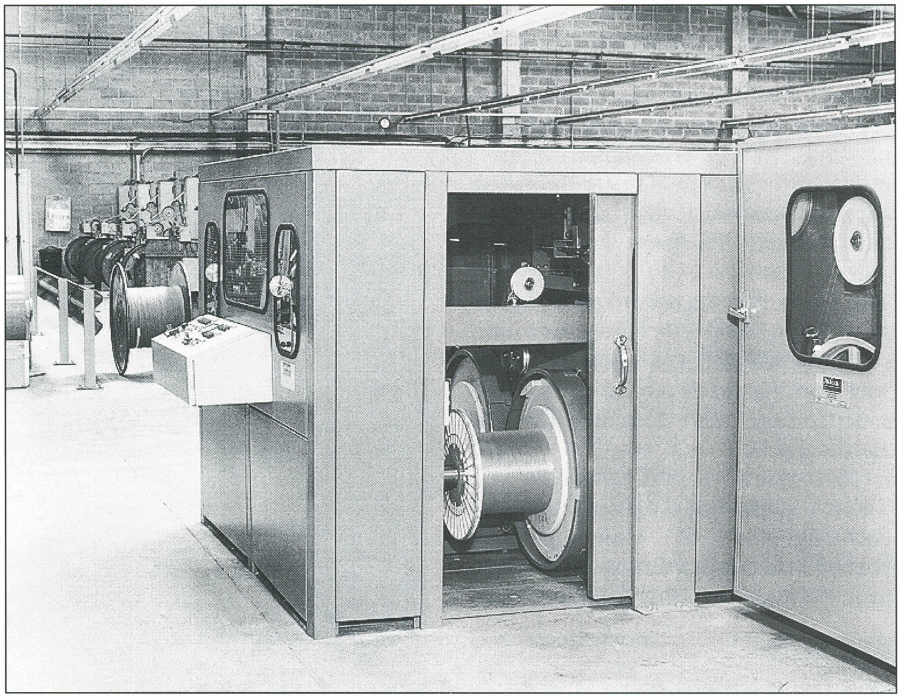

▲ *630mm Ø double spooler type DR.63/100*

with GEC Ltd, David extended the electrical capabilities of the company into areas of activity which were also beneficial to Niehoff customers, by providing a servicing facility in the UK.

Additional Products And Services

The company was still looking for further expansion, preferably into consumable products relating to the wire and cable industry that would balance its capital equipment business.

The acquisition of Wire Die Services Ltd, an existing diamond wire drawing die manufacturer in 1988 was effected and a programme to re-equip this facility with the latest technology was put into operation under the guidance of its director, Albert Molloy. The industry was demanding greater accuracy in drawing die geometry, because of the increase in use of multi-wire drawing machines. A state-of-the-art CNC laser was purchased to pierce and profile diamond and PCD drawing dies. New ultrasonic polishing and EDM machines were also put into operation in the Johnson die shop.

An early decision was made by the management to seek ISO 9002 accreditation, which was given in 1991, and the Johnson die shop was the first diamond die manufacturer to receive this award.

Shortly after this, in co-operation with De Beers, the subject of what was then referred to as "Jumbo" size PCD drawing dies was pioneered. The first set

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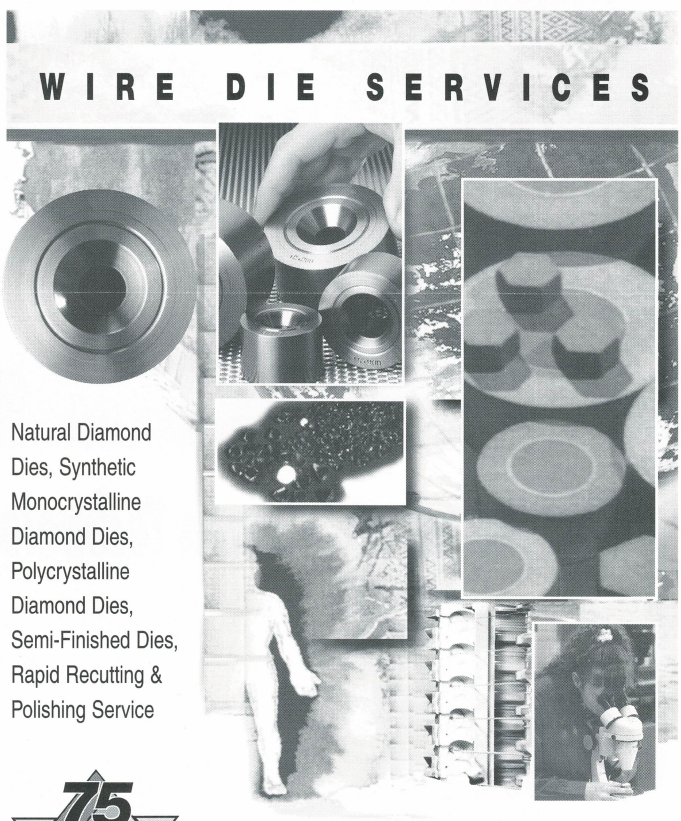
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of dies (7) were produced for drawing copper rod with an inlet diameter of 20 mm. These were shipped to the company Metrod in Kuala Lumpur and performed according to expectations. A further 2 sets were produced for this customer which are still in operation today. Sales of Johnson diamond and PCD dies today are world-wide.

▼ *Large bore PCD dies*

Manufacturing for the Cable Industries

Following a telephone call in 1993 from Mike Murphy of REA Industrial Ltd came the opportunity to extend the company's activities into cable machinery very quickly, by merging the REA Industrial machinery programme into the Johnson Metal engineering and sales activities based at the company's premises at Hyde, Cheshire.

At this time two management decisions were made, firstly, to expand the sales activities of the company further afield, and secondly, to extend the sales programme of the REA Industrial machinery range. Both of these aims have been accomplished.

A Comprehensive Range

The company now offers a very extensive range of equipment, such as:

- Pay-off and Take-up Stands;
- Dual Reelers/Double Spoolers;
- Haul-off Capstans/Belt Type Capstans;
- Caterpillars;
- Single Spoolers/Dual Head Spoolers;
- Traversing Spoolers;
- Cable Rewinding Lines;
- Twin/Single Head Despatch Winders;
- Accumulators;
- Fully Automatic Spark Test Rewind Lines;
- Extrusion Cooling Troughs;
- Complete Extrusion Lines;
- Taping Heads/Longitudinal Taping Lines;
- Paper Lapping Machines;
- Roll-A-Batt Wooden Drum Battening Machine;
- Single Cone Flyers - Horizontal;
- Twin Cone Flyers- Horizontal / Vertical;
- Vertical Rotating Pay-offs;
- Special Machinery Designs for Cable, Rod & Wire Production;
- Microwelder™ - Electric Resistance Butt Welding Machines.

Serving Market Needs

From simple cantilever pay-off and take-up stands, to total extrusion line solutions for cable insulation and associated industries - Johnson Metal design department is equipped with the very latest modern networked CAD facilities for both mechanical and electrical design work. It engages itself

MAG Maschinen und Apparatebau Corporation
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MAG is a leader both in terms of market position and of technological competence. The high speed production technology developed by MAG and our advanced design concepts by using in-line wire drawing, online quality monitoring and PC/PLC controllers characterise MAG's high-tech products. Our technological advantage is secured by numerous patents. Our know-how is based on decades of experience in development, design and production as well as the manufacturing of enamelled wire itself. The production program encompassed complete plants and all equipment for the manufacturing of the complete spectrum of enamelled-wire products demanded by today's market in the enamelled-wire industry. "MAG ecoliners", horizontal and vertical wire-enamelling plants, in-line wire-drawing machines, take up and rewinding machines for the whole dimensional range from 0,012 up to 5,2 mm – and flat products up to 100 mm² all are matched to the most diverse, customer-specific demands by our highly qualified personnel. Great attention is paid to environmental protection. Through the use of special technological designs and waste gas combustion, the upper limits for emissions prescribed by law are not only met, but the very low values exceed all expectations.

The top position held by MAG is also strongly underscored by the development of machines suitable for solvent-free water-soluble enamels and hot-melt's. MAG offers complete turn key concepts, or on customer specific requests as well as single machines from our standard machine program. We have set very high goals for the future, and motivated personnel continue to consistently advance development to the benefit of all of MAG's customers.

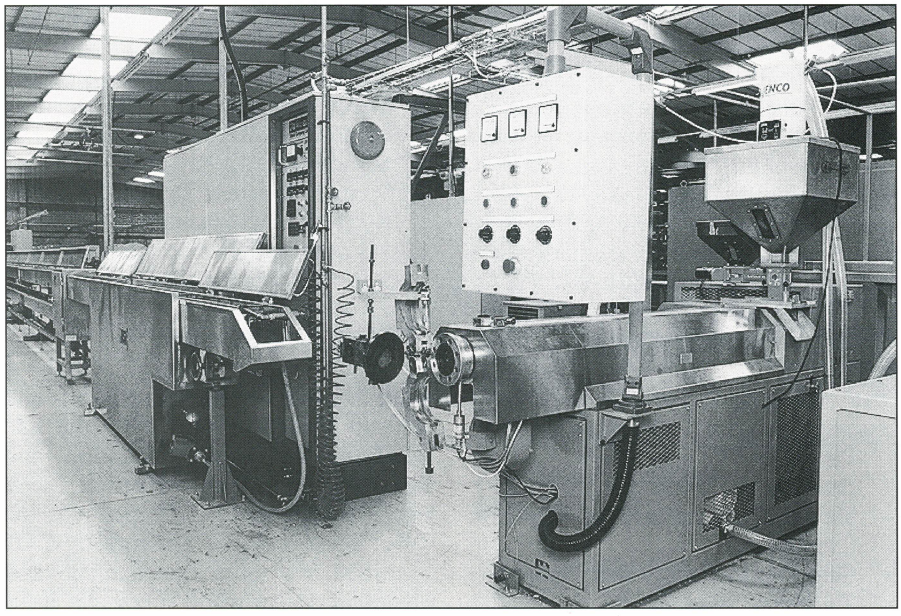
We also congratulate our Representative for Great Britain "Johnson Technology" on its 75th Anniversary by offering our best wishes for the future.

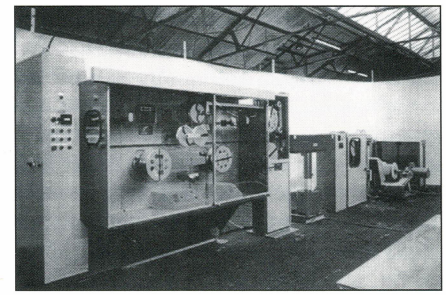
in new design concepts prompted by market demand and special projects to meet individual customer requirements. The company is a founder member of the International Wire and Machinery Association and attends trade shows world-wide. It has appointed sales representatives in most major countries and the company now exports equipment to cable and wire companies around the world.

New Name for a new millennium

Looking towards the millennium, the management has decided that the company's trading name should reflect its present activities. With this in mind, starting with its seventy-fifth anniversary, the company will trade as JOHNSON TECHNOLOGY, a new name and a new image, but continuing the same commitment and loyalty to its customers and overseas principals, which has been progressively established during the past seventy-five years. ■

▼ *65mm Ø extrusion line for LAN cable production*





▲ *Despatch winding line type TDW 50/20*

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Cable Machinery Programme

Pay-off and Take-up Stands
- Gantry
- Portal
- Vertical Lift
- 'A'-Frame
- Cantilever
- Under Floor Roller

Dual Reelers/Double Spoolers
- 630mm
- 1000mm
- 1250mm

Haul-off Capstans
- Single 600-1800mm
- Double 600-1800mm

Belt Type Capstans
- 300mm
- 800mm

Caterpillars
- 820-2000mm

Single Spoolers
- 630-1000mm

Dual Head Spoolers
- 630-1000mm

Traversing Spoolers
- 630-1000mm

Cable Rewinding Lines
- all sizes

Twin Head Despatch Winders
- all sizes of spools

Single Head Despatch Winders
- all sizes of spools

Accumulators
- 100 metres Vertical
- 100 metres Horizontal
- 3 metres Pivoted Arm

Fully Automatic Spark Test Rewind Lines
- all sizes

Extrusion Cooling Troughs
- Single and Multi-Pass

Complete Extrusion Lines
- 25mm-150mm screw diameter

Taping Heads
- Concentric
- Eccentric

Longitudinal Taping Lines
- 300mm maximum tape width

Paper Lapping Machines
- all sizes of cable

Roll-A-Batt™ – Wooden Drum Battening Machine
- 800-2400mm Drums

Single Cone Flyers – Horizontal
- 630mm
- 1000mm
- 1250mm

Twin Cone Flyers – Horizontal
- 630mm
- 1000mm
- 1250mm

Twin Cone Flyers – Vertical
- 630mm
- 800mm

Vertical Rotating Pay-offs
- 1800mm

Special Machinery Designs for Cable, Rod & Wire Production
- all sizes of cable

Microwelder™ – Electric Resistance Butt Welding Machines
- 0.28mm-9.5mm Ferrous Materials
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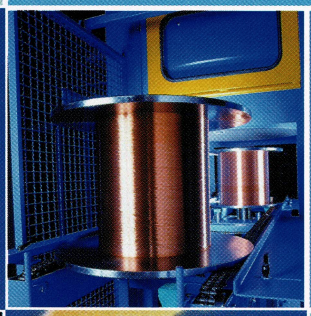

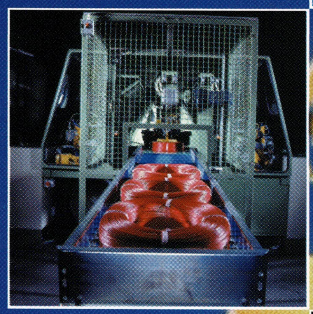

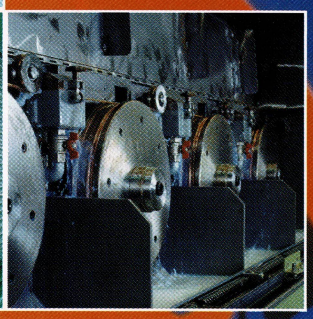

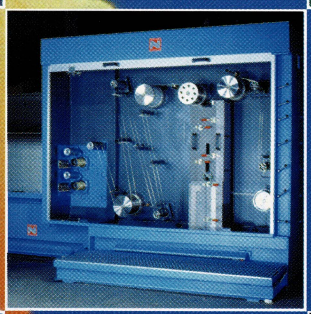

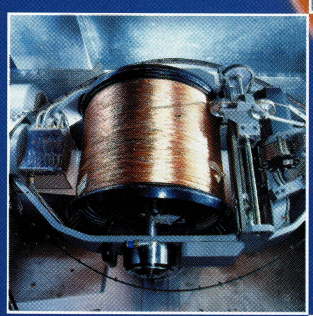

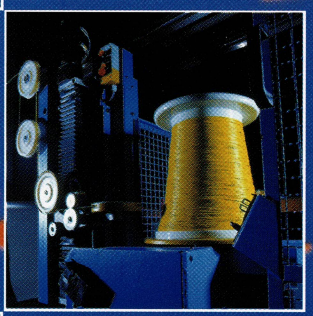

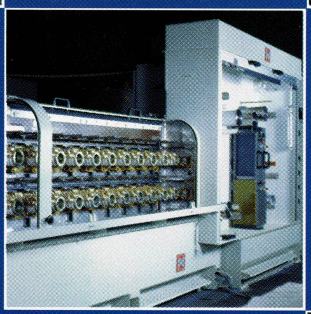

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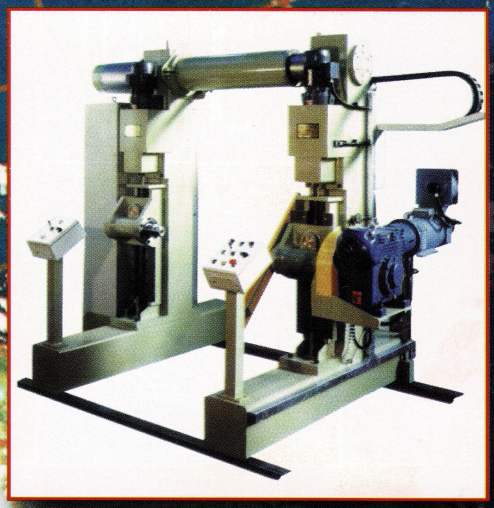

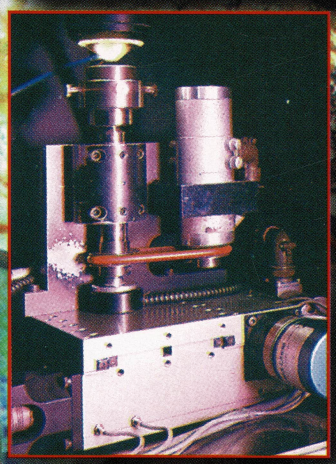

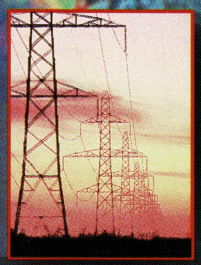

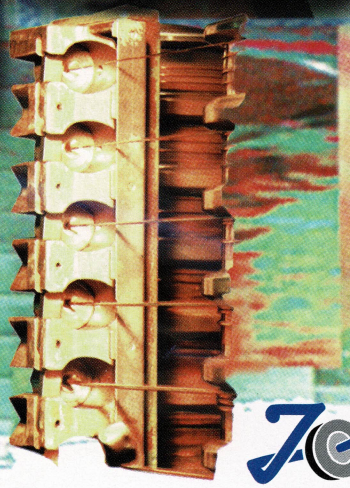

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